

Comparisons of Job Characteristics

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)
Associated Occupation: Credit Analysts (13-2041)

Compare Knowledge
 Compare Skills
 Compare Abilities
 Compare Detailed Work Activities
 Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 85

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)
Associated Occupation: Credit Analysts (13-2041)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Economics and Accounting	4.4	13.7	14.7	0	Current knowledge level may be sufficient
Mathematics	9.2	12.4	13.5	0	Current knowledge level may be sufficient
Clerical	7.3	11.4	9.0	<	Expanded education and/or training may be required
Customer and Personal Service	11.3	10.9	20.4	>>	Current knowledge level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 90

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)
Associated Occupation: Credit Analysts (13-2041)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Critical Thinking	10.8	14.5	14.5	0	Current skill level may be sufficient
Active Learning	8.7	12.0	11.4	0	Current skill level may be sufficient
Judgment and Decision Making	9.4	11.6	12.2	0	Current skill level may be sufficient
Mathematics	6.2	11.5	8.2	<<	Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities

Similarity of Focus Occupation to Associated Occupation: 94

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Credit Analysts (13-2041)

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Deductive Reasoning	10.6	13.9	13.8	0	Current ability level may be sufficient
Number Facility	6.3	13.4	9.3	<<	Extensive improvement in abilities may be required
Oral Expression	12.4	13.4	15.8	>	Current ability level is likely sufficient
Problem Sensitivity	11.1	13.3	12.8	0	Current ability level may be sufficient
Oral Comprehension	12.5	13.1	14.7	>	Current ability level is likely sufficient
Mathematical Reasoning	6.3	13.0	9.4	<<	Extensive improvement in abilities may be required
Near Vision	11.1	12.4	12.4	0	Current ability level may be sufficient
Written Comprehension	11.0	12.4	13.6	0	Current ability level may be sufficient
Inductive Reasoning	10.2	12.3	11.6	0	Current ability level may be sufficient
Information Ordering	9.9	11.1	10.4	0	Current ability level may be sufficient
Speed of Closure	5.9	8.5	6.4	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 89

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Credit Analysts (13-2041)

Work Activities	Exclusivity of Activity
Advise clients on financial matters	77
Analyze applicant's financial status	85
Analyze financial data	57
Complete information on loan forms	85
Compute financial data	53
Evaluate degree of financial risk	82
Make decisions	24
Make presentations on financial matters	84
Monitor credit extension decisions	89
Provide customer service	14
Use spreadsheet software	18
Verify bank or financial transactions	81

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 83

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)
Associated Occupation: Credit Analysts (13-2041)

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computer data input devices	2
Computers	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Industry specific software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.